1988 Index

An annotated listing by category of feature articles appearing in DES during 1988.

Equipment Manager of the Month

	Month	Page
Route To Success *A distinct approach to equipment programs— and to people— keeps Averitt Express on the road to prosperity.*	Jan.	34
Pulling Together *According to Angelo Leone, the 140 members of the New York Pepsi-Cola Distributors Association rely on trucks speced for efficient beverage service from the frame rails up.*	Feb.	26
Hometown Advantage *The success of Siva Truck Leasing, according to Mark Emery, comes from being close to its customers and its workforce.*	Mar.	28
Training Ground *With TNT Canada's expansive trucking operations, according to Doug Andrew, there are always equipment questions to answer—and learn from.*	Apr.	30
Taking Root *J&P Properties, according to Jim Silvis, traces its successful growth to combining an attractive work atmosphere with good people and effective maintenance and safety programs.*	May	20
Straight Course *PIE Nationwide took off with a strong start, according to Howard Gregory, thanks to streamlined equipment and maintenance programs.*	Jun.	30
Tricky Business *According to Joe Stianche, the trick is pacing KLLM's growth with fleet gains in efficiency and productivity.*	Jul.	20
Quick Stop *Better fleet utilization, according to Steve Hungerford, is helping Sandy's Fast 'n Fresh meet a growing appetite for convenient foods.*	Aug.	20
Night And Day *For AAA Cooper Transportation, according to Charles Weathers, running equipment double time is the best way to go.*	Sep.	31
Smart Move *According to David Freymiller, shifting its base of operation to California has given Freymiller Trucking plenty of room to grow.*	Oct.	28
Hidden Value *According to David Hammes, Leaseway's in-house warranty program does much more than quickly recover what's due.*	Nov.	36
Money Talks *Ray Veilleux backs up Trans Coastal's commitment to safety by investing where it counts— in equipment and people.*	Dec.	20

Featured Fleets

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A Weather Eye *For Dick Massengill, the computer serves as a barometer of PM efficiency.*	Jan.	52
Zeroing In *Determined to stay competitive by focusing on equipment needs, Keebler Express is using the computerized specing resources of Gelco Truck Leasing.*	Feb.	38
On A Roll *Careful management is reaping dividends from Ryder's million-tire investment.*	Mar.	38
Smooth Sailing *At Holly Farms Foods, close attention to tire specs and maintenance help carry precious cargo over a variety of roads at the lowest possible cost.*	Mar.	44
No Big Secret *Austin Truck Rental knows the secret of its success is selling what it does best.*	Apr.	40
Long-Distance Operators *Managers of a far-flung fleet use computerized trip recorders to help improve the performance of vehicles and drivers.*	Apr.	49
The Right Key *Old and new technologies are opening the door to increased efficiency for Paul's Trucking Corp.*	May	30
Rough And Ready *Despite rough duty, properly speced ready-mix trucks deliver excellent service.*	Jun.	64
On Target *Budget Rent a Truck's one-way operation hits the streets with customer-targeted trucks.*	Jul.	36
To The Limit *A progressive approach to equipment enables Cal-Inland to effectively meet demanding operating conditions.*	Jul.	45
Sandwiches To Go *To efficiently deliver its specialty product, Deli Express orders up dependable, economical diesel trucks.*	Aug.	29
Doing It Right *An impressive operating ratio attests to Alvan Motor Freight's effective management of its primarily P&D fleet.*	Aug.	37
Special Delivery *A modernized fleet is helping Nicholas Trucking deliver cargo on time for a very demanding customer— the United States Postal Service.*	Aug.	43
Keeping Pace *Taking on LTL freight helped Traffic Services eliminate empty miles and now the carrier is challenged to effectively match equipment to its ever-expanding operation.*	Aug.	49
Parties On Wheels *Ridgewell's Caterer can't afford to be late for its own parties.*	Aug.	53
Fruitlegging Among The Eskimos *An enterprising trucker lugs fruit and vegetables above the Arctic Circle— peddling fresh produce at bargain prices from trailer's rear door.*	Aug.	57
Burning Bright *Developed by Harold Ives Truck-*		

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ing to meet one customer's needs, a highly specialized tractor-trailer combination provides 4,600 cu ft of capacity— or roughly 24,000 light bulbs per load. Sep. 38

Going The Country Mile *Victory Markets Inc. relies on its reefer fleet to cover a large, rural operating area with the greatest control possible over delivery schedules and product quality.* Sep. 46

Home Run *At MNX, better fuel economy results from touching all the bases with equipment, maintenance and driver training programs.* Oct. 36

High Honors *Along with posting the industry's lowest operating ratio, New Penn Motor Express can take pride in averaging 6.5 MPG in LTL service.* Oct. 45

Smooth And Slick *Electronic engines and aerodynamic enhancements promise Intertrade Cargo gains of up to 40% in fuel economy.* Oct. 58

On The Mark *Based on a 33-inch 5th wheel height, special Stoops Express combinations are a perfect fit for one customer's needs.* Oct. 63

Welcome Rider *Bar codes have piggybacked their way into the Franklin Baking shop operation—saving the fleet time, money and aggravation.* Nov. 55

Satisfaction Guaranteed *Valuable support from suppliers helps Schilli Leasing spec quality equipment and provide cost-effective maintenance to four different fleets.* Nov. 62

A New Generation *Working with suppliers to solve equipment problems, according to Pepsi-East, has helped the fleet nearly double the lifespan of its vehicles.* Nov. 67

Strong Foundation *Safety programs at Ryder Truck Rental leave no stone unturned.* Dec. 28

Working Smarter *In-house training courses at Cleveland RTA stress the value of quality, productivity and safety at work.* Dec. 33

Maintenance Meetings

	Month	Page
Joining Forces *European maintenance council represents multinational effort to achieve common goals.*	Jan.	69
Full Plate *Record attendance and a main course of technical sessions filled The Maintenance Council's winter meeting menu.*	Apr.	56
Boiling Over *Hot topics and hot weather were served up at The Maintenance Council's summer meeting.*	Aug.	59
Technology Roundup *In Dallas, The Maintenance Council saddled up again at the fall meeting to corral information on fasteners, computers and alternative fuels.*	Nov.	77

New Technologies

	Month	Page
Passing The Test *The new Air-Beam drive-axle air suspension, according to Neway, gets high marks for meeting fleet needs and completing stringent testing.*	Mar.	64
Breeding Confidence *With experience making a marked improvement on the technology's reliability, antilock braking systems are gaining industry acceptance.*	May	37
Joining Forces *Accuride and Dayton Walther announce joint development of a new hub, drum and wheel system.*	May	49
Package Deal *Argo introduces four hardware packages offering new features for its on-board computers.*	May	50
Handy Helpers *Hand-held infrared thermometers are helping speed troubleshooting for New York City's Metropolitan Transit Authority.*	May	56
A Case For Conditioning *According to Stanadyne, fleet testing shows advantages are gained by treating diesel fuel with conditioner year-round.*	May	54
International Trucking Show Roundup '88 *New technologies displayed for the first time at I.T.S.*	May	59
Power On Demand *A new powertrain package offered by Navistar provides 310-HP economy—and the power of a 350-HP rating when it's needed.*	Oct.	72
Closing In On Integration *Rockwell's new clutch is a big step toward goal of a fully integrated drivetrain.The manufacturer also introduces six new World Axles.*	Nov.	72
Perfect Balance *According to Bendix, its new drive axle-based antilock braking system offers value, simplicity and reliability.*	Nov.	82

Industry Developments

	Month	Page
Putting Specs In Focus *Just for the asking, fleet managers can use Navistar's Focus programs to analyze vehicle specs and other business decisions.*	Feb.	45
Three Reasons Why *The main advantage of computerized truck specing, according to Freightliner's Bill Nicholson, are speed, accuracy and enhanced component compatibility.*	Feb.	48
Touch Of A Button *Six truck OEMs highlight computerized specing programs available now and under development.*	Feb.	51
Puzzle Solving *Specing puzzles can be solved, says DDC's Chuck Blake, by putting paper trucks on paper roads.*	Feb.	57
Evaluation & Simulation *Cummins' VE/VMS programs.*	Feb.	60
Performance Analysis *Caterpillar's TPA program.*	Feb.	60
Triple Play *Ford presents news on extended service coverage, beverage program features and AeroMax tractor sales.*	May	53
Busy Signal *Work is well underway to establish communications standards that will integrate vehicle electronics as effectively as the world's telephones.*	Jul.	40
Hitting The Mark *According to eight trailer manufacturers, R&D work pegged to specing trends is helping build trailers for greater productivity and reliability.*	Sep.	55

Built For The '90s And Beyond *New Mack plant has more capacity than next newest facility but occupies little more than half the space— while offering flexibility for the future.* Jul. 49

Is Bigger Better? *With roots in the 1950s, the Turner Proposal could help fleets of the 90s increase productivity while reducing pavement damage.* Sep. 59

New Trucks And Engines

Month Page

Baby Boom *According to Mack Trucks, its new CM400 Series Baby 8 tractor is the first development in a wide-ranging plan for a bright future.* Mar. 60

Quick Start *Less than one year after introducing a straight truck, PACCAR adds a class 7 tractor to its Mid-Ranger line.* Mar. 68

Conventional Wisdom Produces T400A *Patterned after the T600A, a new medium-length conventional is Kenworth's first entry into Class 8's fastest-growing segment.* May 44

Rolling Out A New Generation *New trucks and services, according to Freightliner, pave the way to increased profit potential.* Jun. 70

Teaming Up *U-Haul's Super Mover— developed jointly with Navistar and Dana— fills out the heavy end of the company's 65,000-vehicle fleet and reflects a continuing effort to meet customer needs.* Jul. 31

Best Of Both *According to Peterbilt, its new COE boasts all the best features of a conventional—and can haul 53-footers coast to coast.* Dec. 48

Less Size— More Value *Caterpillar's new 10-liter diesel costs less to buy, saves fuel and drives like 14 liters.* Dec. 52

In With The New *Volvo GM rolls out a new regional tractor/vocational truck and a non-sleeper high cabover.* Dec. 55

Growing Lineup *Isuzu announces additions and improvements to its product line.* Dec. 61

Special Features

Month Page

On Paper *Much more than checklists, PM provides a means for stategic planning of fleet management.* Jan. 59

The Quality Equation *According to four engine manufacturers, there's more to diesel fuel quality than meeting a set of specs.* Jan. 64

All Things Considered *According to Goodyear's Asa Sharp, proper specing and alignment help improve tread life, fuel economy and handling.* Mar. 53

The Ackerman Principle *Michelin research shows paying attention to steering geometry can increase front-tire life.* Mar. 55

1988 Specifications *Our yearly listing of manufacturers' specs: Trucks, Engines, Transmissions, Rear Axles, Clutches, U-Joints and Drivetrain lubricants.* Apr. 65

Early Warning *According to General, its Visual Alignment Indicators reveal unusual wear patterns early in a tire's life.* Mar. 57

Breeding Confidence *With experience making a marked improvement on the technology's reliability, antilock braking systems are gaining industry acceptance.* May 37

International Trucking Show Roundup '88 *New technologies displayed for the first time at I.T.S.* May 59

Announced At I.T.S. *Reports on news conferences held during May's International Trucking Show.* Jun. 11

The 1988 Leading Common Carrier Report *A representative group of 55 carriers reports higher revenues for 1987. Keeping costs in line, the carriers show improvements in both efficiency and productivity.* Jun. 41

Waste Not, Want Not *Alternatives to idling tractor engines provide fleets with greater fuel savings and increased engine longevity.* Oct. 53

Best Fit *Parts purchasing policies, according to equipment managers surveyed by DES, are determined above all by fleet needs and characteristics.* Nov. 46

Quick And Painless *A visit from the Office of Motor Carriers can be a brief and enlightening experience.* Dec. 39

Trailers And Truck Bodies

Month Page

People Mover *The Superbus puts an innovative twist on mass transit, using a Class 8 tractor to transport people economically— and in unaccustomed comfort.* Feb. 62

Super Solution *According to Thermo King, its new Super II is the solution for high-cube reefer applications.* Mar. 72

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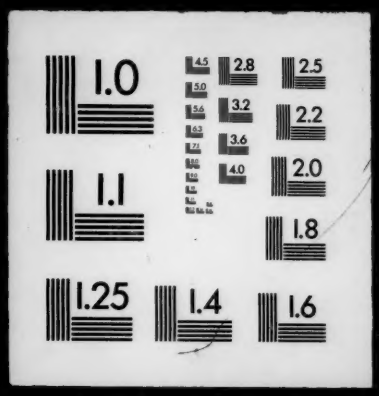
Singles Or Doubles *Doubles are not only increasing productivity, according to reports on fleet operations, they're also posting better safety records.* Dec. 44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